

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Bangkok, Thailand

Fresh Oranges

Monthly Market Share For: June 1997

Month\Year: 4\27

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	50%	7%	26 Days	\$3.94	\$5			\$34				900 pkgs.	\$3,993
Maersk	25%	48%	23 Days	\$3.79	\$5			\$34				865 pkgs.	\$3,863
Sea-Land	25%	30%	20 Days ⁴	\$3.79	\$5			\$34				865 pkgs.	\$3,863
Neptune	0%	9%	32 Days	\$3.79	\$5			\$34				865 pkgs.	\$3,863
COSCO	0%	4%	23 Days ⁴	\$5,650 ¹	\$40			AI					\$5,690

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Oranges

Monthly Market Share For: June 1997

Month\Year: 472\1,570

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	44%	43%	11 Days	\$2,400 ¹	AI		AI	AI					\$2,400
Hyundai	41%	42%	12 Days	\$2.38	AI		AI	AI					\$2,500
Cho Yang	5%	5%	14 Days	\$197.00	\$5		AI	AI				19 KT	\$3,636 ¹³
Evergreen	5%	1%	14 Days	\$197.00	\$5		AI	AI				1008 pkgs.	\$3,416
Sea-Land	4%	4%	15 Days	\$3.30	\$5		AI	AI				1008 pkgs.	\$3,416

1 Rate is per container

13 Rate is calculated by KT, not package.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Fresh Oranges

Monthly Market Share For: June 1997

Month\Year: 1\10

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Maersk	100%	70%	24 Days ⁴	\$3.97	\$5			\$34		\$1800			\$5,819
Sea-Land	0%	20%	23 Days	\$3.97	\$5			\$34		\$1800			\$5,819
Hanjin	0%	10%	18 Days ⁴	\$5.50	\$100 ¹			\$34				850 pkgs.	\$5,368

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Hong Kong

Fresh Oranges

Monthly Market Share For: June 1997

Month\Year: 812\4,793

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Evergreen	17%	8%	16 Days	\$1.68	\$5			\$34				900 pkgs.	\$2,259
NYK Line	13%	8%	18 Days	\$2.10	\$5			\$34				1344 pkgs.	\$2,658
Hyundai	11%	17%	16 Days	\$3.94	\$5			\$34				900 pkgs.	\$4,406
Maersk	9%	10%	14 Days	\$2.10	\$5			\$34				1344 pkgs.	\$2,658
Sea-Land	9%	8%	14 Days	\$2.10	\$5			\$34				1344 pkgs.	\$2,658
OOCL	9%	6%	15 Days	\$2.10	\$5			\$34				1344 pkgs.	\$2,658
Hanjin	5%	7%	14 Days	\$1.68	\$5			\$34				950 pkgs.	\$2,259
Mitsui OSK	5%	4%	17 Days	\$2.10	\$5			\$34				1344 pkgs.	\$2,658
COSCO	4%	9%	37 Days	\$2,328 ¹	AI			AI				950 pkgs.	\$2,328
APL	4%	8%	16 Days	\$2.10	\$5			\$34				1344 pkgs.	\$2,658

1 Rate is per container

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Fresh Oranges

Monthly Market Share For: June 1997

Month\Year: 18\113

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	51%	51%	23 Days	\$4.23	\$5			\$34				900 pkgs.	\$4,682
OOCL	38%	27%	22 Days	\$4.23	\$5			\$34				900 pkgs.	\$4,682
Sea-Land	11%	12%	26 Days	\$4.23	\$5			\$34				900 pkgs.	\$4,682
APL	0%	7%	29 Days	\$4.23	\$5			\$34				900 pkgs.	\$4,682
NYK Line	0%	2%	29 Days	\$4.23	\$5			\$34				900 pkgs.	\$4,682
Hanjin	0%	1%	22 Days	\$3.98	\$5			\$34				900 pkgs.	\$4,444
Neptune	0%	1%	30 Days	\$4.23	\$5			\$34				900 pkgs.	\$4,682

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Manila, Philippines

Fresh Oranges

Monthly Market Share For: June 1997

Month\Year: 37\301

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	32%	13%	18 Days	\$3.78	\$5			\$34				865 pkgs.	\$4,019
Hyundai	19%	9%	19 Days	\$3.63	\$5			\$34				865 pkgs.	\$3,890
Maersk	16%	38%	19 Days	\$3.78	\$5			\$34				865 pkgs.	\$4,019
Sea-Land	16%	21%	19 Days	\$3.78	\$5			\$34				865 pkgs.	\$4,019
OOCL	8%	17%	19 Days	\$3.78	\$5			\$34				865 pkgs.	\$4,019
Hanjin	8%	1%	17 Days	\$3.76	\$5			\$34				865 pkgs.	\$4,002
NYK Line	0%	2%	25 Days	\$3.78	\$5			\$34				865 pkgs.	\$4,019

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Oranges

Monthly Market Share For: June 1997

Month\Year: 178\767

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	28%	34%	22 Days	\$3.97	\$5			\$34				865 pkgs.	\$4,435
OOCL	23%	19%	20 Days ⁴	\$4.09	\$5			\$34					\$4,549
Sea-Land	17%	19%	25 Days	\$4.09	\$5			\$34					\$4,549
APL	15%	14%	24 Days	\$4.09	\$5			\$34					\$4,549
Hyundai	8%	6%	24 Days	\$3.87	\$5			\$34				850 pkgs.	\$4,340
P&O Nedlloyd	4%	4%	31 Days	\$3.97	\$5			\$34				865 pkgs.	\$4,435
Neptune	3%	2%	26 Days	\$3.97	\$5			\$34				865 pkgs.	\$4,435
NYK Line	2%	1%	32 Days	\$3.97	\$5			\$34				865 pkgs.	\$4,435
Mitsui OSK	0%	1%	22 Days	\$3.97	\$5			\$34				865 pkgs.	\$4,435

⁴ Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Singapore

Fresh Oranges

Monthly Market Share For: June 1997

Month\Year: 181\763

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Sea-Land	33%	21%	23 Days	\$3.97	\$5		15%	\$34					\$4,534
APL	29%	28%	20 Days	\$3.97	\$5		15%	\$34					\$4,534
Maersk	15%	22%	20 Days	\$3.97	\$5		15%	\$34					\$4,534
OOCL	12%	12%	22 Days	\$3.97	\$5		15%	\$34					\$4,534
Hyundai	12%	8%	19 Days	\$3.87	\$5		15%	\$34				850 pkgs.	\$4,629
Neptune	3%	4%	24 Days	\$3.97	\$5		15%	\$34					\$4,534
P&O Nedlloyd	3%	3%	24 Days	\$3.97	\$5		15%	\$34					\$4,534
NYK Line	1%	2%	24 Days	\$3.97	\$5		15%	\$34					\$4,534
Evergreen	1%	1%	29 Days	\$3.99	\$5		15%	\$34				900 pkgs.	\$4,554
Yang Ming	1%	1%	21 Days										

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Tokyo, Japan

Fresh Oranges

Monthly Market Share For: June 1997

Month\Year: 95\614

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	22%	23%	9 Days	\$1.91	\$5		38%	\$34				1008 pkgs.	\$3,359
Maersk	18%	15%	10 Days	\$2.01	\$5		38%	\$34				1008 pkgs.	\$3,498
Evergreen	13%	9%	12 Days	\$1.91	\$5		38%	\$34				1008 pkgs.	\$3,359
COSCO	8%	8%	11 Days	\$2,500 ¹	AI		38%	AI					\$3,450
OOCL	8%	7%	11 Days	\$2.01	\$5		38%	\$34				1008 pkgs.	\$3,498
Sea-Land	6%	6%	12 Days	\$2.01	\$5		38%	\$34				1008 pkgs.	\$3,498
Mitsui OSK	6%	5%	11 Days	\$2.01	\$5		38%	\$34				1008 pkgs.	\$3,498
Hyundai	5%	3%	10 Days	\$1.91	\$5		38%	\$34				1008 pkgs.	\$3,359
K Line	4%	5%	10 Days	\$2.01	\$5		38%	\$34				1008 pkgs.	\$3,498
Pacific Express	4%	4%	13 Days ⁵	\$3,325 ¹	AI		AI	AI					\$3,325

1 Rate is per container

5 Transit time is based on departure from Los Angeles, CA.